

LYNCHBURG CITY COUNCIL

Agenda Item Summary

MEETING DATE: **July 11, 2006, Work Session**

AGENDA ITEM NO.: 3

CONSENT:

REGULAR: **X**

CLOSED SESSION:
(Confidential)

ACTION: **X**

INFORMATION:

ITEM TITLE: **Sister Cities Program**

RECOMMENDATION: Indicate the City's willingness to participate in Sister Cities activities with Rueil-Malmaison, France.

SUMMARY: In late June two representatives of Lynchburg's Sister City, Rueil-Malmaison , France, Vice Mayor Andre Cros and Council Member Anne Creau Dubrisay visited Lynchburg to explore opportunities for greater economic interaction between the two communities. They met with both City and regional economic development officials and several area businesses. Attached is a document that provides some background on Rueil.

Also attached is a proposal for an economic development initiative between the two communities. The goal is very pragmatic, to seek to establish economic ties between businesses in Rueil and the Lynchburg area. Any visits would focus on business development as the prime purpose of any exchange. As such, participation by area businesses would be essential to the success of this initiative.

Because there were concerns about the City's past participation in the Sister Cities program, it was felt that this matter should be discussed with Council to determine its interest in this proposal.

PRIOR ACTION(S): Lynchburg's participation in the Sister Cities program started in the 1990's. Activities in the last five years have been limited to private initiatives.

FISCAL IMPACT: Undetermined.

CONTACT(S): Kimball Payne, 455-3990; Mary Jane Russell, 455-4493

ATTACHMENT(S): Economic Trip document from Rueil-Malmaison; Proposal

REVIEWED BY: lkp

RUEIL-MALMAISON
ECONOMIC AND EMPLOYMENT DEVELOPMENT

Dear Joan, Mary Jane and Kimball,

I and Ann would like to thank you warmly for your welcome and itinerary and for the discussions and meetings we have had with the members of your community.

We are happy to see that you are highly interested and willing to work with us in order to open up new economic relationships to facilitate pragmatic business opportunities on both sides

RUEIL-MALMAISON - LYNCHBURG
Proposals

Just as I and Ann have done it, we are inviting 3 of you to fly over to Rueil-Malmaison to get a better understanding and knowledge of our local economic potential.

To our minds we think the most suitable persons are the city manager, the director of the economic development and a member of the city council, preferably Joan Foster, whom we met and whose enthusiasm we appreciated in getting involved in building new relationships

According to our mutual agreement this visit will take place between November 29th and December 1st

We have agreed that aiming at building new relationships and enlarging our economic cooperation will lead both cities to future economic exchanges on the one hand in November 2007 from Rueil to Lynchburg and on the other hand in Spring 2008 from Lynchburg to Rueil

(Here is the rule: the delegation should be composed of 10 to 15 business representatives and about 5 city / region representatives)

We would be grateful if you could have this mutual agreement be proposed and confirmed by your new city council by the end of July in order to start organizing your visit next November

We again thank you very much for all

André Cros
Vice mayor in charge of the economic and employment development

Anne Créau Dubrisay
City Councillor

ECONOMIC TRIP

RUEIL-MALMAISON - LYNCHBURG



André CROS
Anne CREAU DUBRISAY

2006 June 28th-30th

RUEIL-MALMAISON :

GENERAL INFORMATION



- 76 000 inhabitants
- 1 600 hectares
(1 hectare = 10 000 sq.metres)
- 8 Km west from Paris
- 50th French Town

RUEIL-MALMAISON :

Economic Potential

- 1000 firms (excluding stores) :



90% have less than 50 salaried employees
10% have more than 50 salaried employees
No agriculture
No primary industries

- Economy based only on tertiary industries

Offices

Headquarters Laboratories

Offices total surface : 650 000 sq.metres

(5% of vacancy only)

- **Employment in Rueil :**

40 000 salaried persons are working in private companies in Rueil

15 000 are working in stores and civil services

Total : 55 000 employees

- **Unemployment Rate :**

6,5% (10% on national level)

- **Corporation Tax Income :**

49 millions € per year

- **MAIN ECONOMIC SECTORS :**

1. Building industry and public works
2. Car companies and business
3. Pharmaceutical laboratories
4. Food industry
5. Petrochemistry
6. Computer science & advanced technologies
7. Bank and insurance companies
8. Services
9. Engineering
10. Wholesale dealers
11. Mechanical and Electrical companies
12. Others

MAIN BIGGEST FRENCH COMPANIES

- Accor Novotel
- Arval
- Avenance
- BNP Paribas
- Bureau Véritas
- Degremont
- Dunlop
- Institut Français du Pétrole
- Leclerc
- Renault
- Sanofi
- Schneider
- Société Générale
- Vinci

MAIN BIGGEST EUROPEAN AND WORLD WIDE COMPANIES

- **European Companies**

AstraZeneca (GB/SW)

Bahlsen (DL)

FagorBrandt (SP)

GFK (DL)

Heineken (NL)

LeasePlan (DL)

Novartis (CH)

Mercedes (DL)

Unilever (GB/NL)

- **Overseas Companies**

Bristol Myers Squibb (USA)

Exxon (USA)

American Express (USA)

Dell (USA)

Sankyo (JPN)

Litwin (ISR)

Guidant (USA)

Unipex (Can)

Rueil upon Seine : Economic district

*Latest north area where the main
economic facilities are located*



**Easy connections and access to
Paris and airports by :**

- Express way A86
- Fast train RER A

**The whole of the ec
the job problem-so
Malmaiso**

« *The Econom
Employmer*

Headed by:

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